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1           A. Myself, Irvin Lucas; Rachael Glenister;  
2           Phil Ossowski; Arnold Eilert; Josh Sarver; and Doug  
3           Evans.

4           Q. What's your title at Blue Sun?

5           A. My title is president.

6           Q. When did you become president?

7           A. Became president -- it's kind of murky,  
8           but I would say I became president on -- late July  
9           of 2018.

10          Q. Is that the first and only position you've  
11          held at Blue Sun?

12          A. Yes, it is.

13          Q. What's Ms. Glenister's title?

14          A. She's the North America sales director.

15          Q. Is that the only position that she has  
16          ever held at Blue Sun?

17          A. Yes, it is.

18          Q. When did she join Blue Sun?

19          A. She joined Blue Sun late July of 2020.

20          Q. What's Mr. Ossowski's title?

21          A. He's an applied technology manager.

22          Q. And, in general, what are his  
23          responsibilities as an applied technology manager?

24          A. His responsibilities are to assist  
25          customers with the Phoenix product line, also do

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1           A. Again, these are the individuals I know in  
2           the NIR industry.

3           Q. Any other reason?

4           A. Nope.

5           Q. Did you recruit all of the former KPM  
6           affiliated individuals who are now either Blue Sun  
7           employees or independent contractors to Blue Sun?

8           A. Yes, I did.

9           Q. How did you get involved with Blue Sun?

10          A. Well, it's a long story. So in early 2018  
11          there was an email that kind of came out within KPM  
12          from Bob Schumann stating that ITG had a new  
13          instrument that was going to be on display at a --  
14          a forage show in January 2018. He was asking the  
15          individuals that are attending that show to gather  
16          information and report back.

17          That's my first knowledge that there is  
18          another competitor out there in the market. All I  
19          was aware of was FOSS, Pertec, Bruker, BUCHI, and  
20          then KPM existed.

21          KPM was going through a lot of changes in  
22          regards to its structure. When I came to Unity in  
23          2015, in January, you know, it was a small company,  
24          you know, very tight-knit, customer-focused and,  
25          you know, focused on the development of the

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1 individuals.

2 By 2017, that focus had changed  
3 significantly to the point that it was, you know,  
4 primarily focused on metrics, analytics, and  
5 numbers, not so much customer focus and definitely  
6 not, you know, focused on how they are going to  
7 advance individuals.

8 So I was interested in finding another  
9 place to go to, but FOSS, Bruker, PerkinElmer, and  
10 BUCHI are even larger organizations, and that's not  
11 something I've had interest in in my career. I've  
12 always worked for small companies.

13 So upon hearing about this, I, you know,  
14 got their information online, reached out to -- to  
15 Robert Wilt and told him that I'd be interested, if  
16 he was, to, you know, formulate a sales and service  
17 organization that could be the sales arm for his  
18 products and services within NIR.

19 We had a variety of conversations starting  
20 April 2018. Me to learn more about ITG. You know,  
21 at that point in time I became aware of their  
22 history and background in regards to the  
23 manufacturing and involvement with Unity  
24 Scientific, you know, from its inception through  
25 2008 when they sold it to Westco, and then the

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1       continued involvement in providing parts and  
2       services to Unity Scientific until the -- the  
3       latest instrument, the SpectraStar XT, came out in  
4       2016.

5                   So with that background, that gave me some  
6       confidence. And then Bob and learning about my  
7       background in sales and the marketing  
8       organizations, you know, he had confidence to go  
9       ahead and give us a try, and he went forward and  
10      incorporated Blue Sun in July of 2018.

11       Q.     So the formation of Blue Sun or an entity  
12      like Blue Sun for ITG was your idea?

13       A.     Correct.

14       Q.     What was your position at Unity when you  
15      joined them in 2015?

16       A.     I was a sales representative. So account  
17      manager.

18       Q.     And did you have a particular geographic  
19      region, set of customers, or other definition of  
20      your responsibilities?

21       A.     Yes, I did. So initially when I started I  
22      was located in Chicago. So my initial territory  
23      was Illinois, Indiana, Michigan. I had eastern  
24      Canada. I then also had Wisconsin -- I didn't have  
25      Wisconsin. I had Illinois, Indiana, Michigan,

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1       product manager but his official -- official title  
2       for KPM, at least when I was there, was marketing.

3       Q.     And you said he had asked folks attending  
4       a trade show to check out this new competitor?

5       A.     That's correct.

6       Q.     And were you one of the people attending  
7       that trade show?

8       A.     I was not.

9       Q.     Was the product that ITG came on the  
10      market with in early 2018 the Phoenix analyzer  
11      under the ITG name?

12      A.     It was the -- the M5, which became the  
13      Phoenix upon the rebranding.

14      Q.     Had ITG been offering an NIR analyzer in  
15      the marketplace prior to that?

16      A.     Yes, they had.

17      Q.     And what was that product?

18      A.     That was also the M5. January is just  
19      when KPM became aware that that was occurring.

20      Q.     I see.

21           When did ITG first offer that M5 analyzer  
22      in the market?

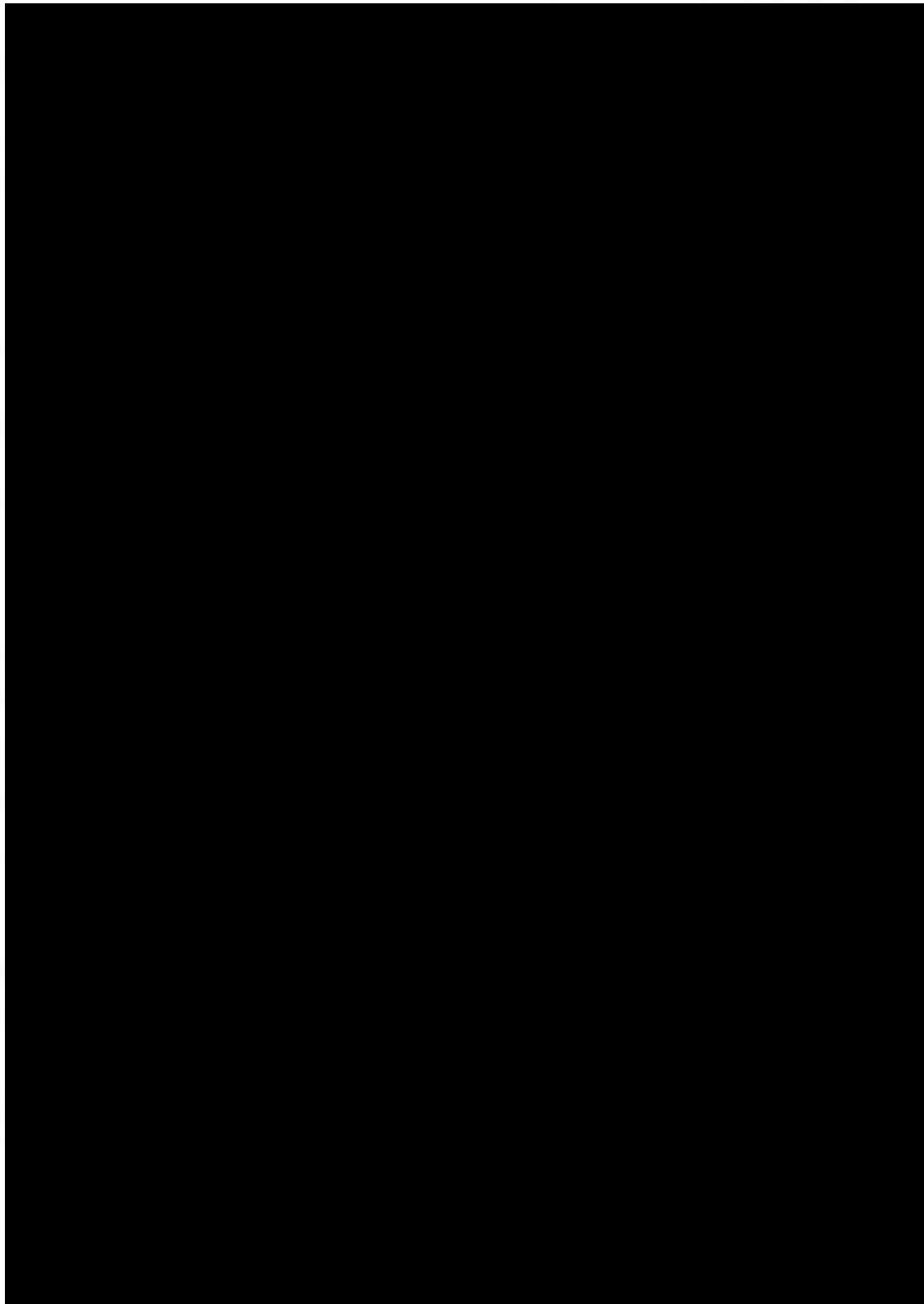
23      A.     I don't know the exact dates. I just know  
24      that it precedes January 2018.

25      Q.     Okay. Did -- I think you said you first

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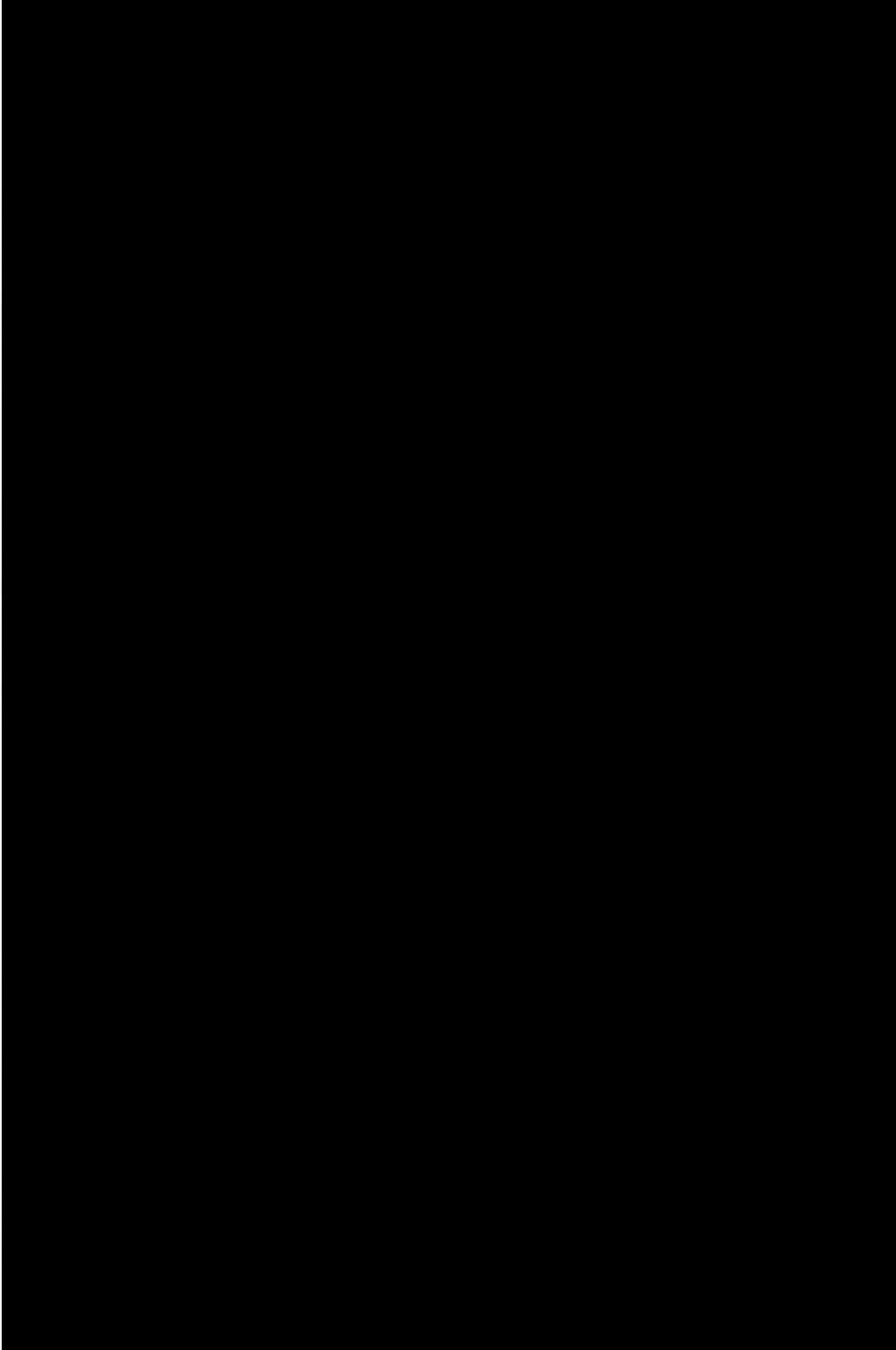
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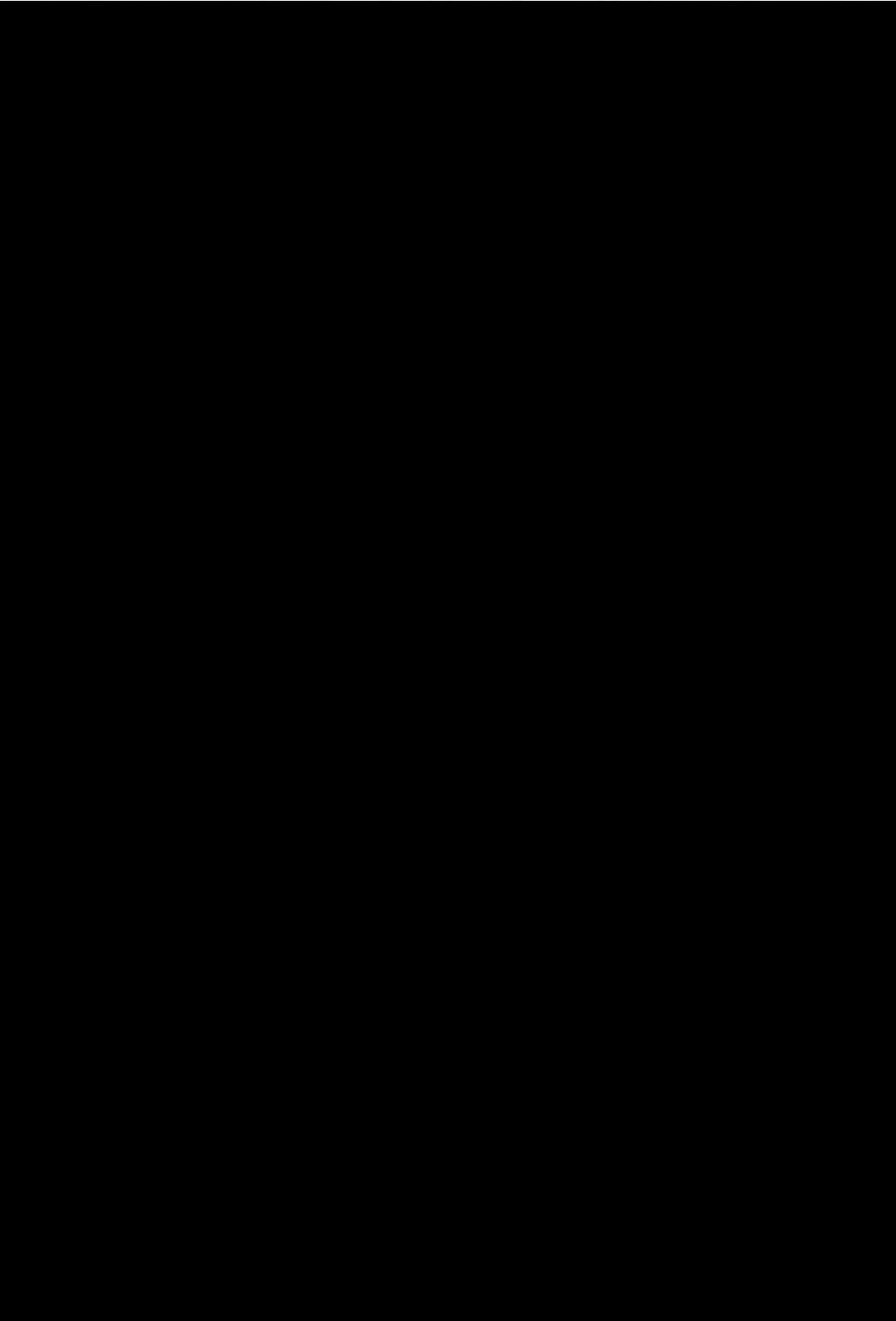
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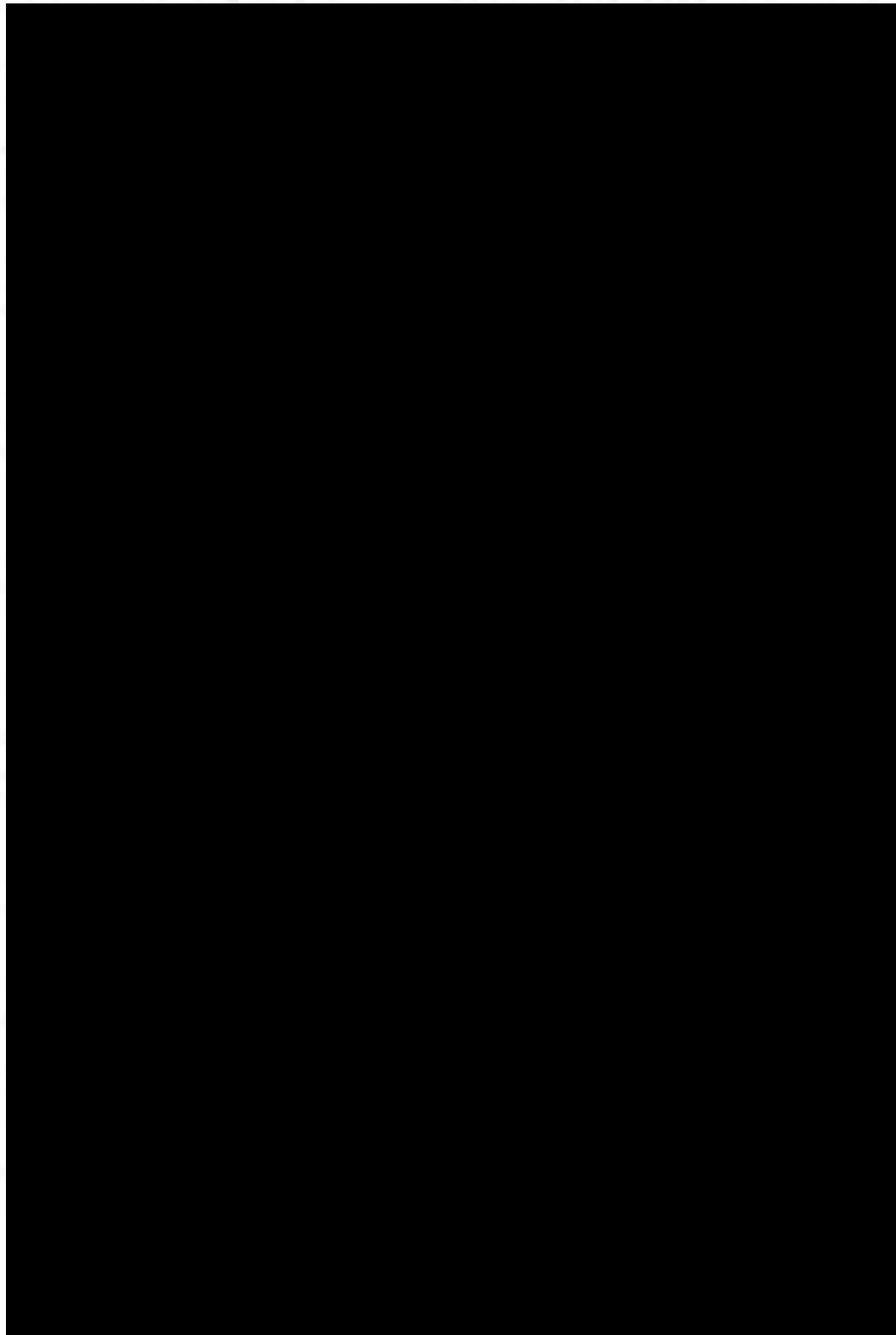
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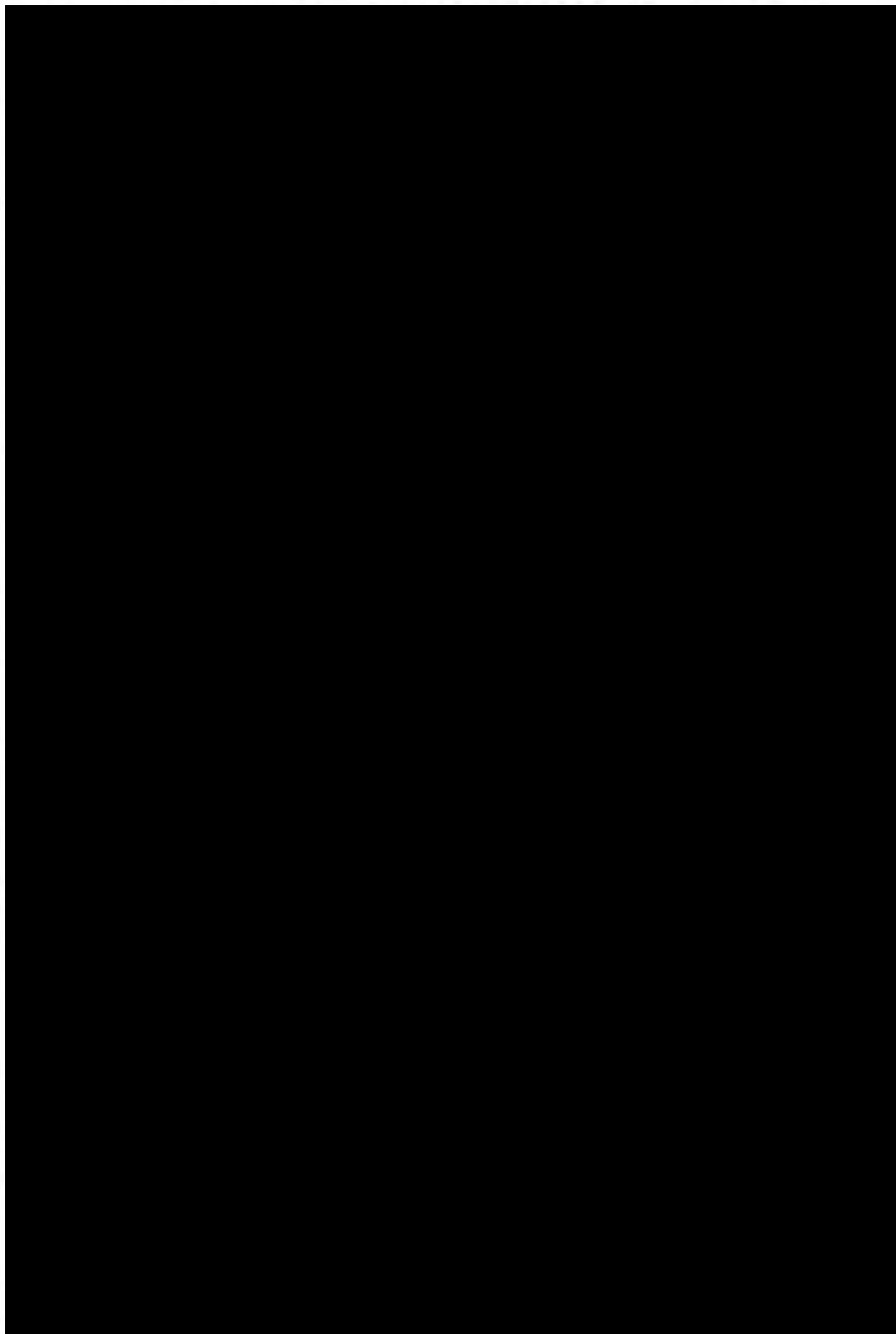
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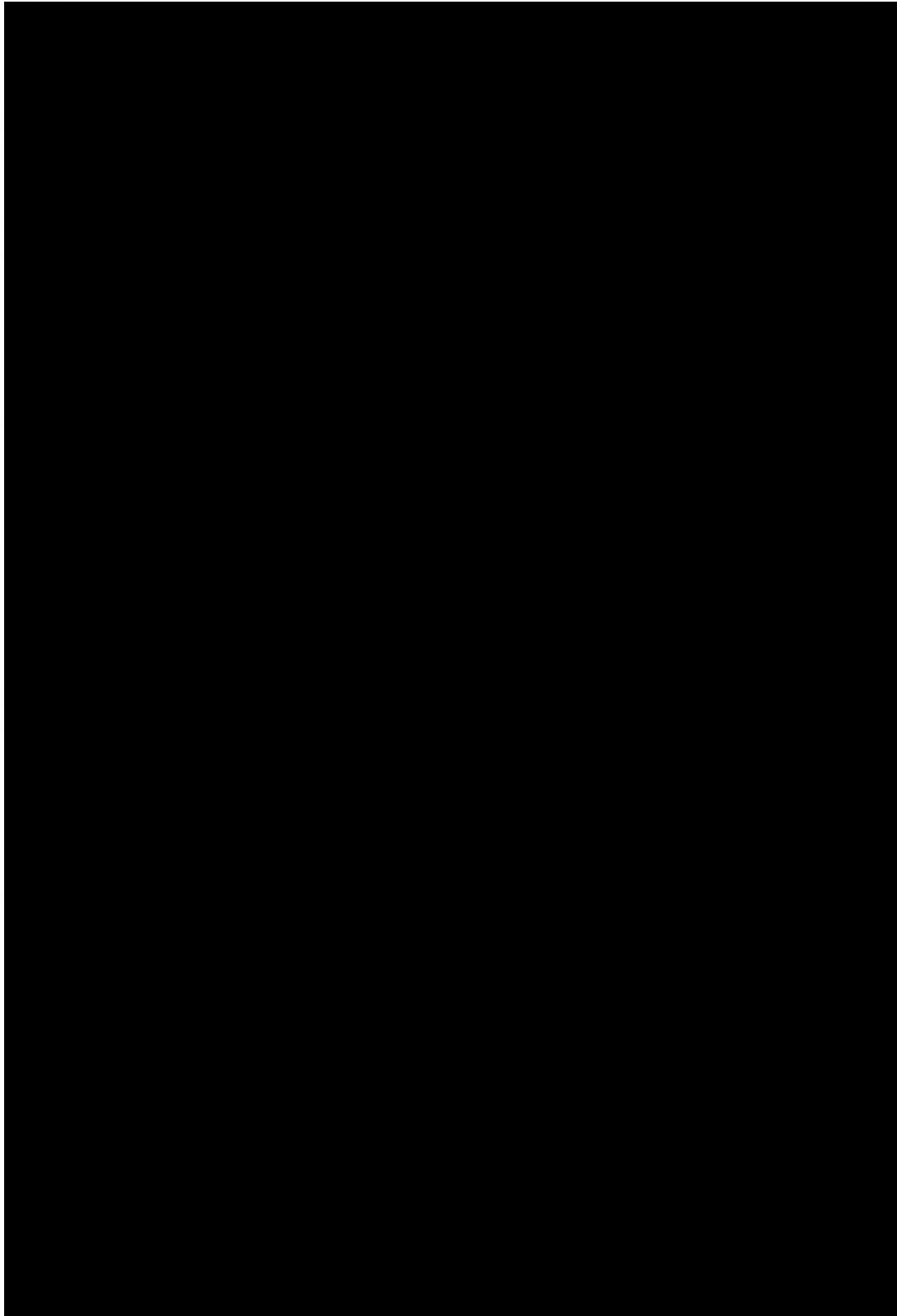
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